

1 evidence of competition in these markets shows that the ILECs are not engaging in price  
2 squeezes and related anti-competitive power available to them through market power in special  
3 access services. The arguments prove nothing regarding competition in the market for special  
4 access services, nor do they rebut or present any inconsistency with evidence that has been  
5 presented to the Commission that the ILECs have in fact engaged in such anti-competitive  
6 activities.

7  
8 59. Even if Verizon's competition figures in downstream markets could be accepted as true,  
9 the evidence has no bearing on any conclusion that might be drawn about special access compe-  
10 tition. ILECs' having the opportunity to gain market share in these markets is precisely what  
11 provides ILECs with the incentive, combined with the ability provided by their dominance over  
12 special access facilities, to engage in anti-competitive conduct. Showing the robustness of com-  
13 petition in those markets only indicates that, due to resulting competitive margins, non-ILEC  
14 competitors will be vulnerable over time to anti-competitive actions. And, of course, the  
15 Verizon materials show that the ILECs have been gaining market share in the long distance and  
16 ATM/Frame Relay markets, just as would be expected if they were engaging in anti-competitive  
17 price squeezes and non-price discrimination against downstream competitors.<sup>104</sup>

18  
19 60. Indeed, Verizon confirms that, for two of the largest markets, RBOCs' market share  
20 increases have been limited only by regulations that are disappearing monthly, and Verizon  
21 concedes that RBOCs in fact dominate the third market, for local services provided to large  
22 businesses. Verizon claims that **RBOCs** have not yet established a significant market share in  
23 enterprise long distance and then candidly notes that "[t]he Bell Companies have only recently  
24 begun providing long distance service to business customers in some states."<sup>105</sup> Verizon

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104. See Verizon Report, at 29-30

105. *Id.*, at 2Y.

1 estimates that RBOCs collect "less than 15 percent of nationwide ATM and Frame Relay  
2 revenues" and then attributes this fact as "due to the restrictions on provision of interLATA  
3 services."<sup>106</sup> Verizon does not even attempt to minimize the RBOC share of local services for  
4 large business customers, other than to note that CLECs serve a small minority of switched  
5 access lines using their own facilities *or* resold ILEC lines. Blinking at reality, Verizon seeks to  
6 establish the vibrancy of competition by quoting a **CLEC** industry group's assessment of its own  
7 members as "solid, well-financed companies [ready] to compete head-to head with Bell  
8 companies."<sup>107</sup>

9  
10 61. Verizon's market share evidence is entirely consistent with the structure of markets  
11 vulnerable to and affected by a monopolist's anticompetitive actions, and in fact evidence of  
12 those abuses in the special access market is widespread. AT&T has provided the Commission  
13 with pervasive evidence of non-price discrimination, particularly in the provisioning of special  
14 access service to competitors, and the NYPSC has documented widespread non-price practices  
15 with anti-competitive implications for markets that require RBOC special access services as an  
16 input.<sup>108</sup> Similarly, AT&T has documented that the RBOCs engage in classic price squeeze  
17 tactics: in more than half the areas examined in a wide-ranging study, the RBOCs charged  
18 AT&T far more for special access than charges to its retail customers for intraLATA frame relay  
19 or ATM ports — in some areas, 150% more than a rate that would have allowed AT&T to  
20 provide a competitive offering."

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106. *Id.*, at 30

107. *Id.*, at 31-32 (quoting statement of ALTS, from Communications Daily, CLEC Industry Will Revive in 2003, Report Says (Oct. 18, 2002)).

108. See *Comments of AT&T, Review of Regulatory Requirements for Incumbent LEC Broad-band Telecommunications Services*, CC Docket 01-337, at 32-37 (March 1, 2002) (presenting evidence and surveying NYPSC reports).

109. *Id.*, at 33 (citing Benway Declaration)

3. ARMIS RESULTS PROVIDE A VALID DEMONSTRATION OF SPECIAL ACCESS  
RATES OF RETURN THAT ARE EXCESSIVE BY ANY REASONABLE STANDARD

ARMIS data provides a *conservative* estimate of RBOC rates of return on Special Access Services, and confirms that these are clearly excessive by any reasonable standard.

62. Each of the RBOCs has taken exception to AT&T's use of ARMIS data to demonstrate that the RBOCs have for several years been earning excessive rates of return on special access services, and that these rates of return are increasing at the same time as the RBOCs obtain greater and greater pricing flexibility. The RBOCs' general and specific criticisms of such ARMIS-based conclusions are without merit.

63. ARMIS is simply not the regulatory white elephant that the RBOCs make it out to be. Although ARMIS has been scaled back since the onset of price cap regulation, the Commission has repeatedly resisted eliminating the core reporting requirements of the ARMIS system. The Wireline Competition Bureau's Industry Analysis Division states in "ARMIS Frequently Asked Questions" that the data is used to support the Commission's analysis of broad policy issues, including the "Financial Conditions of the Industry (How Carriers are Doing and How Our Regulatory Programs are Working)" and "Consolidations and Mergers (Measure Changes in Productivity, Profitability, Service Quality)," as well as numerous areas of focused study, including "Rate development," "Depreciation," "Cost," "Financial Analyses," "Rate of Return," "Trend Analysis," and "Identification of Audit Topic/Subjects."<sup>110</sup>

64. Moreover, even as ARMIS has been revised, the FCC has made it clear that the reporting requirements support the Commission's ability to monitor the effectiveness of its regulatory policies. The Commission has repeatedly signaled that price regulation does not

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<sup>110</sup> ARMIS FAQ, embedded file at <http://www.fcc.gov/wcb/armis/> (accessed 1/22/03)

1 make its cost accounting rules, as reported under ARMIS, obsolete.'" The Commission has  
2 appropriately resisted the RBOCs' persistent attempts to make ARMIS a tool of deregulation  
3 rather than a regulatory tool that gets updated to reflect changes in regulatory requirements made  
4 in response to such competition as has been shown to exist.<sup>112</sup>

5  
6 65. Each of the RBOCs advances the *possibility* that the specific allocation of costs and  
7 revenues to individual service categories, as reflected in **ARMIS**, *could* result in the understate-  
8 ment of special access costs (or the overstatement of revenues), and hence in an overstatement of  
9 rates of return on special access services. However, the RBOCs offer very few specific  
10 examples to support this **claim**, and the several that they do provide cannot begin to account for  
11 the very significant excess earnings levels that AT&T has calculated based upon the ARMIS  
12 data.'" Where the RBOCs' claims have been articulated in sufficient detail to permit it, I have  
13 examined these specific criticisms and have determined that they are either (a) erroneous, (b)  
14 irrelevant to special access, (c) have an insignificant financial impact upon the special access

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III. Comprehensive Review of Accounting Requirements and ARMIS Reporting  
Requirements for Incumbent Local Exchange Carriers: Phase I, CC Docket 99-253, released  
March 8, 2000. at para. 48: "The Commission continues to require accounting and financial data  
about these carriers to make informed regulatory judgments on numerous policy and ratemaking  
issues. Furthermore, under the current regulatory price cap scheme, carriers have the ability to  
seek full recovery of regulated costs through low-end adjustments, as well as taking claims.  
Thus, our continued monitoring of the reasonableness of these costs is necessary." See also,  
2000 Biennial Regulatory Review – Comprehensive Review of the Accounting Requirements  
and **ARMIS** Reporting Requirements for Incumbent Local Exchange Carriers, Phase 2, CC  
Docket 99-253, FCC 00-199, released November 1, 2001, at paras. 10-12.

112. See, e.g., 2000 Biennial Regulatory Review of Accounting and ARMIS Requirements,  
supra, at para. 6: "In adopting these rule changes, we have attempted to steer a course that  
avoids both deregulation simply for its own sake and the countervailing temptation to retain rules  
that may no longer be necessary."

113. As an aside, it should be noted that the RBOCs are hardly passive recipients of the  
Commission's cost allocation rules. Over the years, RBOC input has worked to shape cost  
accounting and other reporting requirements in ways that, if anything, work to support, and not  
frustrate, RBOC strategic goals.

1 rates of return as calculated by AT&T, and/or (d) offset by other allocation adjustments that cut  
2 in the opposite direction.

3 66. *DSL costs and revenues.* Kahn/Taylor, BellSouth and Qwest note that most carriers  
5 include DSL revenues in ARMIS-reported special access revenues, while special access accounts  
6 are typically assigned only a fraction of the costs.<sup>114</sup> Qwest indicates that:

7  
8 the rules assign revenues associated with Digital Subscriber Line ("DSL")  
9 services and interstate packet switching services to the special access element,  
10 but assign a significant portion of the associated interstate costs to other  
11 elements. Taken together, these issues significantly inflate the rate-of-return  
12 numbers upon which AT&T places so much reliance.<sup>115</sup>

14 The actual impact, however, of this DSL revenue upon special access rates of return is  
15 demonstrably minor. First, SBC *does not* include DSL revenues in its special access service  
16 category.<sup>116</sup> As for the other **RBOCs**, the Table below excludes DSL revenues based upon  
17 Kahn/Taylor estimates, and recalculates special access rates of return with DSL revenues  
18 removed.

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114. Kahn/Taylor Decl., at 14-15; BellSouth Comments at 6; Qwest Comments at 4-5.

115. Qwest Comments, at 3.

116. Kahn/Taylor Decl., at fn. 28.

Table 12					
Estimated Interstate Special Access Costs and Revenues By RBOC (Including GTE) Using Kahn/Taylor DSL Revenue Assumptions \$ in Thousands					
	<u>BellSouth</u>	<u>Qwest</u>	<u>SBC</u>	<u>Verizon</u>	<u>Sum RBOC</u>
	<u>2001</u>	<u>2001</u>	<u>2001</u>	<u>2001</u>	<u>2001</u>
Revenues	1,853,719	\$1,547,442	\$4,374,967	\$4,656,039	\$12,432,167
Expenses	651,550	\$540,240	\$1,286,951	\$2,564,752	\$5,043,493
Net Return	751,379	\$646,769	\$1,928,324	\$1,252,839	\$4,579,311
Net investment	1,525,302	\$1,407,245	\$3,531,727	\$5,768,191	\$12,232,465
Rate of Return (%)	49.26%	45.96%	54.60%	21.72%	37.44%
Revenue Attributable to <b>DSL</b>	\$264,000	\$39,689	\$0	\$106,311	\$410,000
Rate of Return without DSL	31.95%	43.14%	54.60%	19.88%	34.08%
Source: ARMIS Table 43-01. Accounts 1090, 1190, 1910, 1915. Revenue figures are based on Kahn/Taylor assertion that total DSL revenues in 2001 for BellSouth, Verizon and Qwest were \$410 million (Kahn/Taylor, at 15). BellSouth DSL revenue figures from the BellSouth 2001 Annual Report. Verizon and Qwest figures are estimates based on proportion of each company's DSL subscribers and residual revenues from the Kahn/Taylor revenue figure after removal of BellSouth revenues. As noted by Kahn/Taylor, SBC DSL revenues are not included in special access ARMIS data, and therefore have not been removed.					

1        67. Removing all DSL revenues for all RBOCs claiming to book those revenues to special  
2        access accounts reduces the special access rates of return by about 3.3%. Total RBOC return on  
3        special access services, **per ARMIS**, would decrease from 37.44% to 34.08% *if DSL revenues*  
4        *are removed* but without any other adjustments. This estimate, however, is likely to be highly  
5        conservative (i.e., to understate the residual special access rates of return) since, as explained  
6        below, it is also likely that at least some, perhaps even most, DSL investment and associated  
7        expenses are *also* included in special access accounts. Indeed, BellSouth has specifically noted  
8        that it assigns DSLAM circuit investment to special access, confirming the conservative nature

1 of this estimate.<sup>117</sup> Inasmuch as Kahn/Taylor's DSL revenue figure of \$410-million is  
2 unsupported and refers only to 2001 revenues, I have prepared an additional estimate of special  
3 access rates of return without DSL revenues, using verifiable sources. Table 12 below contains  
4 rate of return calculations employing alternate estimated DSL revenues.

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117. BellSouth Comments, at fn. 6.

Table 13

Estimated interstate Special Access Costs and Revenues  
By RBOC (Including GTE)  
\$ in Thousands

	BellSouth		Qwest		SBC		Verizon		Sum RBOC	
	2000	2001	2000	2001	2000	2001	2000	2001	2000	2001
Revenues	1,233,259	1,853,719	\$1,226,147	\$1,547,442	\$3,405,544	\$4,374,967	\$3,718,755	\$4,656,039	\$9,583,705	\$12,432,167
Expenses	494,806	651,550	\$517,281	\$540,240	\$1,374,033	\$1,286,951	\$2,387,030	\$2,564,752	\$4,773,150	\$5,043,493
Net Return	458,996	751,379	\$452,893	\$646,769	\$1,261,469	\$1,928,324	\$793,275	\$1,252,839	\$2,966,633	\$4,579,311
Net investment	1,247,668	1,525,302	\$1,181,070	\$1,407,245	\$2,919,756	\$3,531,727	\$5,102,557	\$5,768,191	\$10,451,051	\$12,232,465
Rate of Return (%)	36.79%	49.26%	38.35%	45.96%	43.20%	54.60%	15.55%	21.72%	28.39%	37.44%
Revenue Attributable to DSL	\$51,600	\$183,456	\$88,193	\$159,197	\$0	\$0	\$143,280	\$377,622	\$283,073	\$720,275
Rate of Return without DSL	32.65%	37.23%	30.88%	34.65%	43.20%	54.60%	12.74%	15.17%	25.68%	31.55%



68. Using this alternative analysis, the special access rate of return drops by slightly less than 6% for 2001 (and less than 3% for 2000). Nevertheless, the RBOCs still enjoyed rates of return on special access services above 30% which, *by any conventional standard* — and especially during the current economic downturn — is indicative of supracompetitive earnings arising through the RBOCs' exercise of market power. While BellSouth, Qwest and Kahn/Taylor may attempt to muddy the water by raising the "DSL issue," even the "worst case scenario" — where all DSL revenues are included and all DSL costs are excluded — cannot "explain" the persistently excessive rates of return that prevail with respect to special access services.<sup>118</sup>

69. Significantly, while the RBOCs may *claim* that DSL investments and expenses are not being allocated to special access, recent investment trends tend to suggest otherwise. As the following table confirms, between 1996 and 2001, **RBOCs** (including CTE) special access investments grew from \$5.7-billion to more than \$12.2-billion. **By** comparison, most other categories of RBOC interstate investment remained largely unchanged over the corresponding time frame, and intrastate investments actually *decreased* by nearly \$10-billion. Given the rapid growth of DSL and the high capital costs that have been ascribed to its deployment, it is difficult to imagine any other explanation for the more than doubling of special access investment while all other categories remained essentially the same or even decreased, if DSL is *not* included within

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<sup>118</sup> In several other proceedings before the Commission, the RBOCs have sought to portray the market for DSL as so highly competitive as to justify regulatory forbearance, if not outright deregulation. See, e.g., *SBC Petition for Expedited Ruling that it is Non-Dominant in its Provision of Advanced Services and for Forbearance from Dominant Carrier Regulation of Those Services*, CC Docket No. 01-337, SBC Petition, October 3, 2001. Their experts have suggested that the highly competitive nature of the "high-speed Internet access market," wherein DSL competes with cable modem services, has placed the **RBOCs** in a non-dominant position and, in fact, has not even permitted them to recover the costs of providing ADSL services, which are put as high as \$86 per month. See, Declaration of Robert W. Crandall and J. Gregory Sidak, filed as Attachment A in the above petition, at 51. It would seem that, in the various "broadband" proceedings, DSL is actually being provided at a loss, whereas in the instant docket DSL is portrayed as being so enormously profitable that it is pushing up special access returns to supracompetitive levels. At the very least, these DSL stories *du jour* demand careful scrutiny.

1 those special access investments. And, of course, if DSL costs *are* being included in the ARMIS  
2 data for special access, then it is certainly appropriate to also include corresponding DSL  
3 revenues, as had been done in the Friedlander declaration filed with AT&T's Petition.<sup>119</sup>  
4 Accordingly, the figures provided by AT&T for special access rates of return — which in some  
5 cases exceeded 50% — have in no sense been impeached by the RBOC experts.

6  
7 70. *Mismatch between allocation of expenses and revenues for marketing.* Verizon claims  
8 that "marketing expenses are allocated across all access categories, but that the associated  
9 revenues are recovered from common line and special access."<sup>120</sup> This claim is unfounded. Prior  
10 to price cap regulation, marketing expenses were allocated to and recovered from all interstate  
11 services in proportion to the investments assigned by the Part 69 cost allocation rules. The  
12 Commission's May 1997 *Access Reform Order* retained the assignment of marketing costs to  
13 special access and interexchange services that are marketed to retail customers, but removed  
14 marketing from switched access elements (by reducing the price cap indices for the common  
15 line, traffic sensitive, and trunking baskets) sold exclusively on a wholesale basis.<sup>121</sup> Neither this  
16 change, nor any subsequent Commission action, has diminished the level of marketing expenses  
17 recovered from special access rates.<sup>122</sup>

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110. Declaration of Stephen Friedlander on Behalf of AT&T Corp., R M 10593, October 15, 2002.

120. Verizon Comments, at 22.

121. *Access Charge Reform*, First Report and Order, FCC 97-158, released May 16, 1997, para. 323.

122. As another example of a category-specific ARMIS cost-revenue mismatch, Verizon mentions that "amounts collected for universal service recovery are booked as common line revenues, while amounts due to USAC [Universal Service Administrative Corporation] are recorded in the interexchange category." Verizon Comments at 22, fn. 50. However, neither the costs nor the revenues in question have any impact upon special access and, thus, Verizon's example is completely irrelevant to the matter at hand.

1       71. *Packet switching costs not in special access.* Qwest claims that packet switching costs  
2 incurred *to* provide certain special access services (Frame Relay, **ATM**) are assigned to the  
3 general switching category, and not to special access.<sup>123</sup> However, Qwest does not quantify the  
4 amount of costs that it claims are misallocated. Moreover, **Qwest** neither claims nor makes any  
5 effort to establish in its comments that revenues associated with the switching functions used to  
6 provide frame relay and ATM services are not also being reflected in one of the several different  
7 switching **revenue** accounts identified in Part 32. Put simply, Qwest has failed to demonstrate  
X any mismatch, inasmuch as it has focused solely upon the assignment of *costs* and not addressed  
0 the treatment of the corresponding **revenues**. The Commission thus has no basis to evaluate the  
10 validity or importance of criticisms such as this one, when the RBOCs, which have by far the  
11 best access *to* the underlying information, present only their contentions but with no facts or  
12 spccitics to back them up.

13  
14       72. *Secondary and tertiary expenses:* Finally, Qwest complains that because carriers are  
15 required to assign secondary and tertiary expenses in proportion to the primary investments  
16 assigned to a category, any potential underallocation of primary investments to special access  
17 would be exacerbated. However, this is merely another theoretical argument. **As** discussed  
18 above, the RBOCs have simply not established that primary investments are not being properly  
19 assigned to the special access category. Moreover, the magnitude of these secondary and tertiary  
20 expenses is simply not large enough to offset to any significant extent the RBOCs' substantial  
21 overearning for the special access services.

22  
23       73. It is also worth recalling that **ARMIS** costs are *embedded* costs, which are generally  
24 higher than forward-looking incremental costs (i.e., TELRIC). If forward-looking costs of

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123. Qwest Comments, at 12

1 special access were substituted for the embedded costs from ARMIS, the resulting rates of return  
2 on forward-looking investment levels would be even higher.

3  
4 74. In fact, while the RBOCs' service examples fail to show that ARMIS underallocates  
5 costs to special access services (or overstates the appropriate revenues), historical experience and  
6 costing trends actually support precisely the opposite conclusion. The RBOCs have a poor track  
7 record for maintaining accurate records of their network investments, particularly as to the  
8 removal of plant no longer in service. The Commission's 1999 audit reports of KBOCs'  
9 continuing property records found that these carriers could not account for approximately \$5-  
10 billion in central office equipment that remained on their books.<sup>124</sup> If similar record-keeping  
11 practices exist with respect to special access investments, it is likely that the RBOCs' regulatory  
12 books of account also include costs for facilities that are no longer in service. The continuing  
13 property records audits also demonstrated that the nature of the record-keeping errors was  
14 consistently biased toward *including* items that should have been excluded, rather than the other  
15 way around. Accordingly, it is far more likely that the embedded investment costs recorded in  
16 ARMIS represent an *overstatement* of actual plant in service, thereby further contributing to the  
17 highly conservative character of the Friedlander ROR figures.

18  
19 75. The consistent upward trend in the RBOCs' rates of return for special access also tends  
20 to belie their objections regarding the reliability of the ARMIS data. Even if there are allocation  
21 errors in ARMIS, the RBOCs have offered no evidence to suggest that whatever misallocations  
22 might actually be present, if any, are anything other than consistent from year to year. The  
23 presence of any systematic bias in the data may impact the accuracy of individual data points,

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124. *1998 Biennial Regulatory Review – Review of Depreciation Requirements for Incumbent Local Exchange Carriers; Ameritech Corporation Telephone Operating Companies' Continuing Property Records Audit, et. al., GTE Telephone Operating Companies Release of Information Obtained During Joint Audit*, CC Dockets 98-137 and 99-117, AAD File No. 98-26, released April 3, 2000, FCC 00-119, at para. 15.

1 but as long as the misallocation bias is systematic over time, the trends revealed through an  
2 examination of multiple years' results will still provide an accurate picture of ongoing market  
3 dynamics. Although there *is* inevitably some subjectivity involved in allocating costs that cannot  
4 be directly assigned, the methodology itself, and hence the resulting allocations, do not fluctuate  
5 significantly from year to year. Thus, if competition for special access services were actually  
6 constraining prices as the RBOCs contend, the ROR for special access would tend to decrease  
7 over time. But in fact it is actually *increasing*, suggesting not only that price-constraining  
8 competition is not present, but that the extent of ongoing KUOC market power with respect to  
9 these services is growing.

10  
11 76. Finally, suddenly *relying* upon ARMIS data, Kahn and Taylor have contended that the  
12 average rcvncuc per line for special access has actually been decreasing "by more than 1% per  
13 year" during the 1996-2001 period. My own review of the data suggests errors in the Kahn/  
14 Taylor analysis. Based upon replicable ARMIS data, the average revenue per line, decreased by  
15 only two-tenths of one percent over the entire period (a reduction in average annual revenue per  
16 line of only \$0.33). As I will discuss in more detail below, use of an average annual revenue per  
17 line calculated using DS-O equivalents is seriously flawed, but even accepting the flawed Kahn/  
18 Taylor evidence, the data proves, rather than disproves AT&T's allegations. At page 16 of the  
19 Kahn/Taylor declaration, a figure appears entitled "RBOC Special Access Revenue per Special  
20 Access Line". Even a cursory review of that Figure reveals declining revenue per line amounts  
21 occurred during the period 1997-2000 — when the special access rates were still generally  
22 subject to price caps and the x-factor-driven annual reductions associated therewith — and that  
23 there has been a total reversal of that trend (recouping virtually all of the reductions during the  
24 prior four years) in the RBOCs' revenues for 2001 — the first full year during which any of the  
25 RBOCs had pricing flexibility for Special Access Services.<sup>125</sup>

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125. BellSouth, the first RBOC to apply for and be granted pricing flexibility, approved  
(continued...)

1 77. Moreover, assuming (as Kahn and Taylor do) for sake of argument that the analysis of  
2 an average "revenue" per line based upon DS-0 equivalents has any validity, then one should be  
3 able to examine the average "investment" and average "expense" per line as well. **As** Table 14  
4 below reveals, during the 1996 to 2001 period in which average revenue per line declined by  
5 only two tenths of percent, average investment and average expense per line each declined by  
6 almost half. Review of those "average" per line results for those three categories more than  
7 proves AT&T's initial point. During the 1996 to 2001 period, while the average revenue per line  
8 dropped only \$0.33 from \$157.00 to \$156.67, the average expense per line dropped by **\$59.78**,  
9 from \$123.33 to \$63.55, and the average investment per line dropped by \$103.45, from \$257.50  
10 to \$154.05. Overall, the results demonstrate that by 2001, the net return, per DS-0 equivalent  
11 access line had climbed by more than 185%, from the \$20.79 of 1996, to \$57.76.

Table 14							
Interstate Special Access Costs and Revenues RBOC Totals (Including GTE)							
	1996	1997	1998	1999	2000	2001	Change 1996-2001
(a) Revenues(000)	\$3,464,545	\$4,312,543	\$5,536,133	\$7,141,094	\$9,591,843	\$12,450,913	259.4%
(b) Expenses(000)	\$2,721,599	\$3,275,870	\$3,404,629	\$3,988,276	\$4,780,293	\$5,050,329	85.6%
(c) Net investment(000)	\$5,682,447	\$5,373,074	\$7,149,582	\$8,440,569	\$10,462,621	\$12,242,494	115.4%
(d) Net return	\$445,552	\$617,253	\$1,279,675	\$1,906,740	\$2,967,064	\$4,590,506	930.3%
(e) Rate of Return (d/c)	7.8%	9.7%	17.9%	22.6%	28.4%	37.5%	378.2%
(9) Special Access Lines	22,067,774	26,260,133	33,999,156	48,708,169	65,451,767	79,470,270	260.1%
(g) Revenues per line (a/f)	\$157.00	\$164.22	\$162.83	\$146.61	\$146.55	\$156.67	-0.2%
(h) Expenses per line (b/f)	\$123.33	\$124.75	\$100.14	\$81.88	\$73.04	\$63.55	-48.5%
(i) Investment per line (c/f)	\$257.50	\$242.69	\$210.29	\$173.29	\$159.85	\$154.05	-40.2%
(j) Net return per line (d/f)	\$20.19	\$23.51	\$37.64	\$39.15	\$45.33	\$57.76	186.1%
Sources of data:							
Financial data from ARMIS 43-01, Column S, Rows 1090, 1190, 1910, 1915, and 1920.							
Lines are counted in terms of voice-grade equivalents from ARMIS 43-08, row 910, columns K and L.							

125. (...continued)  
authority at the end of 2000. BellSouth Petition for Pricing Flexibility for Special Access and Dedicated Transport Services, CCB/CPD No. 00-20, Memorandum Opinion and Order, 15 FCC Rcd 23588, (Dec. 15, 2000).

1        78. Moreover, translating ARMIS data into DS-0 equivalent lines, as Kahn and Taylor have  
2        done, results in a flawed analysis. It is highly likely that the higher-capacity special access  
3        services, at the DS-3 and OCn levels, have experienced disproportionately greater growth than  
4        low-capacity DS-0 and DS-1 services. Since the effective price per DS-0 equivalent channel is  
5        lower in these higher capacity services, their likely disproportionate growth readily explains the  
6        apparent drop in DS-0 equivalent price levels (revenue per line). The more appropriate  
7        comparison, of course, is a like-for-like price change for the *same* capacity service. And as  
8        Tables 1 through 4 above clearly demonstrate, those prices in areas subject to Phase II pricing  
9        flexibility have been on the rise over the period since pricing flexibility became effective.

10  
11       **Performance data reported under ARMIS shows continuing problems in special access**  
12       **service quality.**  
13

14       79. Finally, in their declaration, Kahn and Taylor **take** issue with AT&T's observation that  
15       the RBOCs are not being constrained by competition **to** improve the quality of their special  
16       access services provisioning.<sup>126</sup> In particular, they claim that **ARMIS** data show a steady  
17       improvement in **RBOC** special access service provisioning between 1996 and 2001. Kahn and  
18       Taylor's analysis appears to be based on trouble reports **per** voice grade equivalent line, which  
19       means that the successful provisioning of an order involving one OCn circuit offsets many  
20       unsuccessful provisionings of lower bandwidth special access lines. A more realistic picture can  
21       be obtained by looking at trouble reports for special access service based on the "total number of  
22       orders or circuits," as shown in ARMIS report 41-05. When these data is analyzed, the picture  
23       of consistent improvement presented by Kahn and Taylor evaporates. **As** shown in the attached  
24       table (Attachment 2 to this Declaration), some RBOCs have done better than others. However,  
25       Ameritech, which reports by far the best performance, reports an anomalously high number of  
26       "orders or circuits" for the 2000 **to** 2001 period (three **to** four times **as many as** in the four prior

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126. Kahn/Taylor Decl., at 16-17

1 years). which could account. at least in part, for the apparent improvement in its trouble report  
2 percentages. Without these recent Ameritech numbers, RROC trouble reports as a percentage of  
3 orders or circuits rose substantially from 1998 to 2001. In any event, even a consistent record of  
4 having trouble reports on more than half of all orders is hardly a commendable performance and  
5 is consistent with the conclusion presented by Ordoover and Willig that the RBOCs are not  
6 constrained by competitive forces with respect to their service quality for special access services.  
7



1       The foregoing statements are true and correct to the best of my knowledge, intomation and  
2 belief.

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4 

5  
6 \_\_\_\_\_  
LEE L. SELWYN

7

## **Attachment 1**

### **Statement of Qualifications**

## Statement of Qualifications

### DR. LEE L. SELWYN

Dr. Lee L. Selwyn has been actively involved in the telecommunications field for more than twenty-five years, and is an internationally recognized authority on telecommunications regulation, economics and public policy. Dr. Selwyn founded the firm of Economics and Technology, Inc. in 1972, and has served as its President since that date. He received his Ph.D. degree from the Alfred P. Sloan School of Management at the Massachusetts Institute of Technology. He also holds a Master of Science degree in Industrial Management from MIT and a Bachelor of Arts degree with honors in Economics from Queens College of the City University of New York.

Dr. Selwyn has testified as an expert on rate design, service cost analysis, form of regulation, and other telecommunications policy issues in telecommunications regulatory proceedings before some forty state commissions, the Federal Communications Commission and the Canadian Radio-television and Telecommunications Commission, among others. He has appeared as a witness on behalf of commercial organizations, non-profit institutions, as well as local, state and federal government authorities responsible for telecommunications regulation and consumer advocacy.

He has served or is now serving as a consultant to numerous state utilities commissions including those in Arizona, Minnesota, Kansas, Kentucky, the District of Columbia, Connecticut, California, Delaware, Maine, Massachusetts, New Hampshire, Vermont, New Mexico, Wisconsin and Washington State, the Office of Telecommunications Policy (Executive Office of the President), the National Telecommunications and Information Administration, the Federal Communications Commission, the Canadian Radio-television and Telecommunications Commission, the United Kingdom Office of Telecommunications, and the Secretaria de Comunicaciones y Transportes of the Republic of Mexico. He has also served as an advisor on telecommunications regulatory matters to the International Communications Association and the Ad Hoc Telecommunications Users Committee, as well as to a number of major corporate telecommunications users, information services providers, paging and cellular carriers, and specialized access services carriers.

Dr. Selwyn has presented testimony as an invited witness before the U.S. House of Representatives Subcommittee on Telecommunications, Consumer Protection and Finance and before the U.S. Senate Judiciary Committee, on subjects dealing with restructuring and deregulation of portions of the telecommunications industry.

In 1970, he was awarded a Post-Doctoral Research Grant in Public Utility Economics under a program sponsored by the American Telephone and Telegraph Company, to conduct research on the economic effects of telephone rate structures upon the computer time sharing industry. This work was conducted at Harvard University's Program on Technology and Society, where he was appointed as a Research Associate. Dr. Selwyn was also a member of the faculty at the College of Business Administration at Boston University from 1968 until 1973, where he taught courses in economics, finance and management information systems.

Dr. Selwyn has published numerous papers and articles in professional and trade journals on the subject of telecommunications service regulation, cost methodology, rate design and pricing policy. These have included:

“Taxes, Corporate Financial Policy and Return to Investors”

*National Tax Journal*, Vol. XX, No.4, December 1967.

“Pricing Telephone Terminal Equipment Under Competition”

*Public Utilities Fortnightly*, December 8, 1977.

“Deregulation, Competition, and Regulatory Responsibility in the Telecommunications Industry”

*Presented at the 1979 Rate Symposium on Problems of Regulated Industries - Sponsored by: The American University, Foster Associates, Inc., Missouri Public Service Commission, University of Missouri-Columbia, Kansas City, MO, February 11 - 14, 1979.*

“Sifting Out the Economic Costs of Terminal Equipment Services”

*Telephone Engineer and Management*, October 1979.

“Usage-Sensitive Pricing” (with G. F. Borton)

(a three part series)

*Telephony*, January 7, 28, February 11, 1980.

“Perspectives on Usage-Sensitive Pricing”

*Public Utilities Fortnightly*, May 7, 1981

“Diversification, Deregulation, and Increased Uncertainty in the Public Utility Industries”

*Comments Presented at the Thirteenth Annual Conference of the Institute of Public Utilities, Williamsburg, VA - December 14 - 16, 1981.*

“Local Telephone Pricing: Is There a Better Way?; The Costs of LMS Exceed its Benefits: a Report on Recent U.S. Experience.”

*Proceedings of a conference held at Montreal, Quebec - Sponsored by Canadian Radio-Television and Telecommunications Commission and The Centre for the Study of Regulated Industries. McGill University, May 2 - 4, 1984.*

“Long-Run Regulation of AT&T: A Key Element of A Competitive Telecommunications Policy”

*Telematics*, August 1984.

"Is Equal Access an Adequate Justification for Removing Restrictions on BOC Diversification?"

*Presented at the Institute of Public Utilities Eighteenth Annual Conference, Williamsburg, VA - December 8 - 10, 1986.*

"Market Power and Competition Under an Equal Access Environment"

*Presented at the Sixteenth Annual Conference. "Impact of Deregulation and Market Forces on Public Utilities: The Future Role of Regulation" Institute of Public Utilities, Michigan State University, Williamsburg, VA - December 3 - 5, 1987.*

"Contestable Markets: Theory vs. Fact"

*Presented at the Conference on Current Issues in Telephone Regulations: Dominance and Cost Allocation in Interexchange Markets - Center for Legal and Regulatory Studies Department of Management Science and Information Systems - Graduate School of Business, University of Texas at Austin, October 5, 1987.*

"The Sources and Exercise of Market Power in the Market for Interexchange Telecommunications Services"

*Presented at the Nineteenth Annual Conference - "Alternatives to Traditional Regulation: Options for Reform" - Institute of Public Utilities, Michigan State University, Williamsburg, VA, December, 1987.*

"Assessing Market Power and Competition in The Telecommunications Industry: Toward an Empirical Foundation for Regulatory Reform"  
*Federal Communications Law Journal*, Vol. 40 Num. 2, April 1988.

"A Perspective on Price Caps as a Substitute for Traditional Revenue Requirements Regulation"

*Presented at the Twentieth Annual Conference - "New Regulatory Concepts, Issues and Controversies" - Institute of Public Utilities, Michigan State University, Williamsburg, VA, December, 1988.*

"The Sustainability of Competition in Light of New Technologies" (with D. N. Townsend and P. D. Kravtin)

*Presented at the Twentieth Annual Conference - Institute of Public Utilities Michigan State University, Williamsburg, VA, December, 1988.*

"Adapting Telecom Regulation to Industry Change: Promoting Development Without Compromising Ratepayer Protection" (with S. C. Lundquist)  
*IEEE Communications Magazine*, January, 1989.

"The Role of Cost Based Pricing of Telecommunications Services in the **Age** of Technology and Competition"

*Presented at National Regulatory Research Institute Conference, Seattle, July 20, 1990.*

"A Public Good/Private Good Framework for Identifying **POTS** Objectives for the Public Switched Network" (with Patricia D. Kravtin and Paul S. Keller)  
Columbus, Ohio: *National Regulatory Research Institute*, September 1991.

"Telecommunications Regulation and Infrastructure Development: Alternative Models for the Public/Private Partnership"

*Prepared for the Economic Symposium of the International Telecommunications Union Europe Telecom '92 Conference, Budapest, Hungary, October 15, 1992.*

"Efficient Infrastructure Development and the Local Telephone Company's Role in Competitive Industry Environment" *Presented at the Twenty-Fourth Annual Conference, Institute of Public Utilities, Graduate School of Business, Michigan State University, "Shifting Boundaries between Regulation and Competition in Telecommunications and Energy", Williamsburg, VA, December 1992.*

"Measurement of Telecommunications Productivity: Methods, Applications and Limitations" (with Françoise M. Clottes)

*Presented at Organisation for Economic Cooperation and Development, Working Party on Telecommunication and Information Services Policies, '93 Conference "Defining Performance Indicators for Competitive Telecommunications Markets", Paris, France, February 8-9, 1993.*

"Telecommunications Investment and Economic Development: Achieving efficiency and balance among competing public policy **and** stakeholder interests"

*Presented at the 105th Annual Convention and Regulatory Symposium, National Association of Regulatory Utility Commissioners, New York, November 18, 1993.*

"The Potential for Competition in the Market For Local Telephone Services" (with David N. Townsend and Paul S. Keller)

*Presented at the Organization for Economic Cooperation and Development Workshop on Telecommunication Infrastructure Competition, December 6-7, 1993.*

"Market Failure in Open Telecommunications **Networks**: Defining the new natural monopoly," *Utilities Policy*, Vol. 4, No. 1, January 1994.

***The Enduring Local Bottleneck: Monopoly Power and the Local Exchange Carriers***, (with Susan M. Gately, et al) a report prepared by **ETI** and **Hafield Associates, Inc.** for AT&T, **MCI** and **CompTel**, February 1994.

***Commercially Feasible Resale of Local Telecommunications Services: An Essential Step in the Transition to Effective Local Competition***, (Susan M Gately, et al) a report prepared by **ETI** for AT&T, **July** 1995.

"Efficient Public Investment in Telecommunications Infrastructure"  
*Land Economics*, Vol 71, No.3, August 1995.

***Funding Universal Service: Maximizing Penetration and Efficiency in a Competitive Local Service Environment***, Lee L. Selwyn with Susan M. Baldwin, under the direction of Donald Shephard, A Time Warner Communications Policy White Paper, September 1995.

***Stranded Investment and the New Regulatory Bargain***, Lee L. Selwyn with Susan M. Baldwin, under the direction of Donald Shephard, A Time Warner Communications Policy White Paper, September 1995

"Market Failure in Open Telecommunications Networks: **Defining** the new natural monopoly," in *Networks, Infrastructure, and the New Task for Regulation*, by Werner Sichel and **Donal L. Alexander**, eds., University of Michigan Press, 1996.

***Establishing Effective Local Exchange Competition: A Recommended Approach Based Upon an Analysis of the United States Experience***, Lee L. Selwyn, paper prepared for the Canadian Cable Television Association and filed as evidence in Telecom Public Notice CRTC 95-96, Local Interconnection and Network Component, January 26, 1996.

***The Cost of Universal Service, A Critical Assessment of the Benchmark Cost Model***, Susan M. Baldwin with Lee L. Selwyn, a report prepared by Economics and Technology, Inc. on behalf of the National Cable Television Association and submitted with Comments in FCC **Docket** No. CC-96-45, April 1996.

***Economic Considerations in the Evaluation of Alternative Digital Television Proposals***, Lee L. Selwyn (as Economic Consultant), paper prepared for the Computer Industry Coalition on Advanced Television Service, filed with comments in **FCC** MM Docket No. 87-268, **In the Matter of** Advanced Television Systems and Their Impact Upon the Existing Television Broadcast Service, July 11, 1996.

*Assessing Incumbent LEC Claims to Special Revenue Recovery Mechanisms: Revenue opportunities, market assessments, and further empirical analysis of the "Gap" between embedded and forward-looking costs*, Patricia D. Kravtin and Lee L. Selwyn, In the Matter of Access Charge Reform, in CC Docket No. 96-262, January 29, 1997.

*The Use of Forward-Looking Economic Cost Proxy Models*, Susan M. Baldwin and Lee L. Selwyn, Economics and Technology, Inc., February 1997.

*The Effect of Internet Use On The Nation's Telephone Network*, Lee L. Selwyn and Joseph W. Laszlo, a report prepared for the Internet Access Coalition, July 22, 1997.

*Regulatory Treatment of ILEC Operations Support Systems Costs*, Lee L. Selwyn, Economics and Technology, Inc., September 1997.

*The "Connecticut Experience" with Telecommunications Competition: A Case in Getting it Wrong*, Lee L. Selwyn, Helen E. Golding and Susan M. Gately, Economics and Technology, Inc., February 1998.

*Where Have All The Numbers Gone?: Long-term Area Code Relief Policies and the Need for Short-term Reform*, prepared by Economics and Technology, Inc. for the Ad Hoc Telecommunications Users Committee, International Communications Association, March 1998, second edition, June 2000.

*Broken Promises: A Review of Bell Atlantic-Pennsylvania's Performance Under Chapter 30*, Lee L. Selwyn, Sonia N. Jorge and Patricia D. Kravtin, Economics and Technology, Inc., June 1998.

*Building A Broadband America: The Competitive Keys to the Future of the Internet*, Lee L. Selwyn, Patricia D. Kravtin and Scott A. Coleman, a report prepared for the Competitive Broadband Coalition, May 1999.

*Bringing Broadband to Rural America: Investment and Innovation In the Wake of the Telecom Act*, Lee L. Selwyn, Scott C. Lundquist and Scott A. Coleman, a report prepared for the Competitive Broadband Coalition, September 1999.

*Bringing Local Telephone Competition to Massachusetts*, Lee L. Selwyn and Helen E. Golding, prepared for The Massachusetts Coalition for Competitive Phone Service, January 2000.

*Subsidizing the Bell Monopolies: How Government Welfare Programs are Undermining Telecommunications Competition*, Lee L. Selwyn, April 2002.



Dr. Selwyn has been an invited speaker at numerous seminars and conferences on telecommunications regulation and policy, including meetings and workshops sponsored by the National Telecommunications and Information Administration, the National Association of Regulatory Utility Commissioners, the U.S. General Services Administration, the Institute of Public Utilities at Michigan State University, the National Regulatory Research Institute at Ohio State University, the Harvard University Program on Information Resources Policy, the Columbia University Institute for Tele-Information, the International Communications Association, the Tele-Communications Association, the Western Conference of Public Service Commissioners, at the New England, Mid-America, Southern and Western regional PUC/PSC conferences, as well as at numerous conferences and workshops sponsored by individual regulatory agencies.

## **Attachment 2**

### **Installation and Repair Intervals (Interexchange Access) — Annual**

43-05 Table 1a Installation and Repair Intervals (Interexchange Acc ) -Annual

Company Name	Row Title	All Special Access					
		1996	1997	1998	1999	2000	2001
BELLSOUTH	# Total Number of Orders or Circuits	86,000	106,649	145,185	127,801	178,631	194,276
BELLSOUTH	# Missed for Customer Reasons (MCR)		0	34,981	28,175	34,877	41,854
BELLSOUTH	% Commitments Met	89.18	88.46	85.14	85.12	89.66	96.27
BELLSOUTH	Average Interval (in days)	13.2	14	14.8	15.9	16.3	17.5
BELLSOUTH	# Total Trouble Reports	68,849	69,643	77,198	80,155	97,705	130,805
BELLSOUTH	% Trouble Reports	80%	65%	53%	63%	55%	67%
BELLSOUTH	Average Interval (in hours)	3.3	3.3	3.7	4.4	4.6	3.4
QWEST	# Total Number of Orders or Circuits	99,884	162,381	212,043	178,794	178,187	129,566
QWEST	# Missed for Customer Reasons (MCR)		0	27,537	70,210	87,796	60,660
QWEST	% Commitments Met	79.51	81.94	88.65	83.97	90.71	95.03
QWEST	Average Interval (in days)	14.2	20.8	22.8	23.6	21.9	15.4
QWEST	# Total Trouble Reports	89,302	96,531	95,603	111,773	120,439	120,756
QWEST	% Trouble Reports	89%	59%	45%	63%	68%	93%
QWEST	Average Interval (in hours)	5.2	3.4	4.6	4.4	3.4	2.7
SOUTHWESTERN	# Total Number of Orders or Circuits	50,727	62,966	56,419	43,594	34,917	136,614
SOUTHWESTERN	# Missed for Customer Reasons (MCR)		0	9,004	8,975	7,200	22,784
SOUTHWESTERN	% Commitments Met	80.9	80.1	97.41	97.02	94.32	86.84
SOUTHWESTERN	Average Interval (in days)	0	0	0	0	0	13.9
SOUTHWESTERN	# Total Trouble Reports	68,576	65,514	93,092	91,822	122,473	151,224
SOUTHWESTERN	% Trouble Reports	135%	104%	165%	211%	351%	111%
SOUTHWESTERN	Average Interval (in hours)	2.1	2.1	2.2	2.7	2.6	4.7
PACIFIC TELESIS	# Total Number of Orders or Circuits	58,419	66,370	59,142	135,676	80,737	90,032
PACIFIC TELESIS	# Missed for Customer Reasons (MCR)		0	15,127	24,078	16,795	13,895
PACIFIC TELESIS	% Commitments Met	93.63	89.4	89.31	74.68	69.53	74.63
PACIFIC TELESIS	Average Interval (in days)	22.6	20.8	20.1	22.3	37.3	20.7
PACIFIC TELESIS	# Total Trouble Reports	63,809	46,055	26,488	104,420	59,015	69,134
PACIFIC TELESIS	% Trouble Reports	109%	69%	45%	77%	73%	77%
PACIFIC TELESIS	Average Interval (in hours)	4.7	5	4.6	4.3	4.5	3.9
AMERITECH	# Total Number of Orders or Circuits	73,555	80,653	113,889	132,578	544,774	612,019
AMERITECH	# Missed for Customer Reasons (MCR)			21,919	20,257	36,386	26,294
AMERITECH	% Commitments Met	87.9	92.5	93.91	93.61	88.01	92.18
AMERITECH	Average Interval (in days)	19	13.1	14.6	15.7	15.6	15.3
AMERITECH	# Total Trouble Reports	41,196	40,314	40,907	31,548	28,633	64,533
AMERITECH	% Trouble Reports	56%	50%	36%	24%	5%	11%
AMERITECH	Average Interval (in hours)	3.7	3.1	3.1	3	2.9	5.8
BELL ATLANTIC	# Total Number of Orders or Circuits	73,660	246,767	236,655	208,399	206,146	207,098
BELL ATLANTIC	# Missed for Customer Reasons (MCR)		12,090	53,606	50,338	48,357	49,028
BELL ATLANTIC	% Commitments Met	77.53	96.53	94.45	84.71	82	81.19
BELL ATLANTIC	Average Interval (in days)	29.2	13	20.5	17.7	23.6	15.6
BELL ATLANTIC	# Total Trouble Reports	22,293	113,267	80,461	94,454	89,218	142,218
BELL ATLANTIC	% Trouble Reports	30%	46%	34%	45%	43%	69%
BELL ATLANTIC	Average Interval (in hours)	10.7	2.6	2.8	4.1	5.1	6
GTE CORP	# Total Number of Orders or Circuits	57,376	60,495	47,972	56,157	65,916	83,314
GTE CORP	# Missed for Customer Reasons (MCR)		0	16,980	28,706	22,049	13,214
GTE CORP	% Commitments Met	92.26	89.7	89.55	90.26	84.35	96.01
GTE CORP	Average Interval (in days)	11.52	13	21.1	21.3	28.3	22.7
GTE CORP	# Total Trouble Reports	67,702	70,406	75,550	79,870	81,840	124,714
GTE CORP	% Trouble Reports	118%	116%	157%	142%	124%	150%
GTE CORP	Average Interval (in hours)	9	7	7.9	8.4	10.2	9.2
TOTAL RBOC	# Total Number of Orders or Circuits	499,621	786,281	871,305	882,999	1,289,308	1,452,919
TOTAL RBOC	# Special Access Lines	22,067,774	26,260,133	33,999,156	48,708,169	65,451,767	79,470,270
TOTAL RBOC	# Total Trouble Reports	421,727	501,730	489,299	594,042	599,323	803,384
TOTAL RBOC	% Trouble Reports/Orders or Circuits	84%	64%	56%	67%	46%	55%
TOTAL RBOC	% Trouble Reports/Lines	1.91%	1.91%	1.44%	1.22%	0.92%	1.01%
TOTAL RBOC WITHOUT AMERITECH:							
	# Total Number of Orders or Circuits	426,066	705,628	757,416	750,421	744,534	840,900
	# Total Trouble Reports	380,531	461,416	448,392	562,494	570,690	738,851
	% Trouble Reports	89%	65%	59%	75%	77%	88%

# Wholesale Revenue Profile

Over \$9B in 2002 revenue

**Special  
Access**

36.1%  
(\$3.25B)

**Billing**

**International**

5.5%  
(\$0.50B)

**Resale /  
Collocation**

13.9%  
(\$1.25B)

**Unbundled  
Elements**

16.7%  
(\$1.50B)

Lower

**MSAs With Full Pricing Flexibility for Special Access  
(Phase II Flexibility)**

AKRON OH	MILWAUKEE-WAUKESHA WI
ALBUQUERQUE NM	NEWARK NJ
ANCHORAGE AK	NORFOLK-VIRGINIA BEACH-NEWPORT NEWS (VA-NC) - VA
AUSTIN-SAN MARCOS TX	OKLAHOMA CITY OK
BELLINGHAM WA	OLYMPIA WA
BINGHAMTON NY	OMAHA (NE-IA) - NE
BOISE CITY ID	OMAHA(NE-IA) - IA
CHAMPAIGN-URBANAIL	PARKERSBURG-MARIETTA(WV-OH) - WV
CHARLESTON WV	PHOENIX-MESA AZ
COLORADO SPRINGS CO	PORTLAND-VANCOUVER (OR-WA) - WA
CORPUS CHRISTI TX	PORTLAND-VANCOUVER (OR-WA) -OR
DAVENPORT-MOLINE-ROCK ISLAND(IA-IL) - IA	READING(PA)
DECATUR IL	RICHMOND-PETERSBURG VA
DES MOINES IA	ROANOKE(VA)
DOVER DE	ROCHESTER(MN)
DUBUQUE IA	ROCKFORD(IL)
EUGENE-SPRINGFIELD OR	SALT LAKE CITY-OGDEN UT
FARGO-MOORHEAD(ND-MN) - MN	SAN ANGELO(TX)
FARGO-MOORHEAD(ND MN) ND	SAN ANTONIO TX
FLINT MI	SAN JOSE CA
FORT WAYNE IN	SPOKANE WA
GRAND RAPIDS-MUSKEGON-HOLLAND MI	SPRINGFIELD IL
HAGERSTOWN MD	ST. CLOUD(MN)
HOUSTON TX	ST. LOUIS (MO-IL) - MO
IOWA CITY(IA)	STAMFORD-NORWALK CT
KANSAS CITY (MO-KS) - KS	TOPEKA KS
KANSAS CITY (MO-KS) - MO	TULSA(OK)
LITTLE ROCK-NORTH LITTLE ROCK AR	VINELAND-MILLVILLE-BRIDGETON(NJ)
LYNCHBURG(VA)	WILLIAMSPORT PA
MADISON WI	WILMINGTON-NEWARK (DE-MD) - DE
MEDFORD-ASHLAND OR	WILMINGTON-NEWARK(DE-MD) - MD
MEDFORD-ASHLAND(OR)	YAKIMA(WA)

**MSAs with Partial Pricing Flexibility for Special Access  
(Phase I)**

ALBANY-SCHENECTADY-TROY NY  
 ALLENTOWN-BETHLEHEM-EASTON PA  
 ALTOONA(PA)  
 AMARILLO TX  
 ATLANTA GA  
 BALTIMORE MD  
 BATON ROUGE(LA)  
 BILOXI-GULFPORT-PASCAGOULA(MS)  
 BOSTON (MA-NH) - MA  
 BOSTON(MA-NH) - NH  
 BRIDGEPORT CT  
 BUFFALO-NIAGARA FALLS NY  
 BURLINGTON(VT)  
 CHARLOTTE-GASTONIA-ROCK HILL (NC-SC) - NC  
 CHATTANOOGA (TN-GA) - TN  
 CHICAGO IL  
 CINCINNATI (OH-KY-IN) - OH  
 COLUMBUS OH  
 DALLAS TX  
 DAYTONA BEACH(FL)  
 DAYTON-SPRINGFIELD OH  
 DENVER CO  
 DETROIT MI

ERIE(PA)  
 EVANSVILLE-HENDERSON(IN-KY)- IN  
 FORT COLLINS-LOVELAND(CO)  
 FORT WORTH-ARLINGTON TX  
 GAINESVILLE FL  
 GREELEY(CO)  
 GREENSBORO--WINSTON-SALEM--HIGH POINT NC  
 HARRISBURG-LEBANON-CARLISLE(PA)  
 HARTFORD CT  
 HONOLULU HI  
 HUNTINGTON-ASHLAND(WV-KY-OH) - WV  
 INDIANAPOLIS IN  
 JACKSON(MS)  
 JACKSONVILLE FL  
 KALAMAZOO-BATTLE CREEK MI  
 KNOXVILLE TN  
 LAKE CHARLES(LA)  
 LAKELAND-WINTER HAVEN FL  
 LANCASTER(PA)  
 LOS ANGELES-LONG BEACH CA  
 LOUISVILLE (KY-IN)- KY  
 LUBBOCK(TX)  
 MANCHESTER (NH) - NH

MELBOURNE-TITUSVILLE-PALM BAY FL  
 MEMPHIS (TN-AR-MS) - TN  
 MIAMI FL  
 PAUL (MN-WI) - MN  
 MONROE(LA)  
 MONTGOMERY(AL)  
 NASHVILLE TN  
 NEW YORK NY  
 NORFOLK-VIRGINIA BEACH-NEWPORT NEWS(VA-NC) NC  
 ORLANDO FL  
 PENSACOLA(FL)  
 PHILADELPHIA (PA-NJ) - NJ  
 PHILADELPHIA (PA-NJ) -PA  
 PITTSBURGH PA  
 PORTLAND(ME)  
 PORTSMOUTH-ROCHESTER (NH-ME) - NH  
 PORTSMOUTH-ROCHESTER( -ME) - ME  
 PROVIDENCE-FALL RIVER-WARWICK (RI-MA) - RI  
 PROVO-OREM UT  
 PUEBLO(CO)  
 RALEIGH-DURHAM-CHAPEL HILL(NC)  
 SACRAMENTO CA  
 SALEM OR

## **MSAs with Partial Pricing Flexibility for Special Access (Phase I)**

SAN DIEGO CA  
SAN FRANCISCO CA  
SANTA BARBARA-SANTA MARIA-LOMPOC(CA)  
SARASOTA-ERADENTON FL  
SAVANNAH(GA)  
SCRANTON--WILKES-BARRE--HAZLETON(PA)  
SEATTLE-BELLEVUE-EVERETTWA  
SHREVEPORT-BOSSIER CITY(LA)  
SIOUX CITY IA-NE  
SIOUX CITY(IA-NE) - NE  
SPRINGFIELD MA  
SPRINGFIELD MO  
STATE COLLEGE(PA)  
SYRACUSE(NY)  
TACOMA WA  
TAMPA-ST. PETERSBURG-CLEARWATER FL  
TOLEDO OH  
TUCSON AZ  
WASHINGTON (DC-MD-VA-WV) - VA  
WASHINGTON (DC-MD-VA-WV) -MD  
WASHINGTON DC-MD-VA-WV .DC PROPER  
WATERLOO-CEDAR FALLS(IA)  
WEST PALM BEACH-BOCA RATON FL  
WILMINGTON NC  
WORCESTER(MA-CT) - MA

## MSAs Without Pricing Flexibility

ABILENE TX  
ALBANY GA  
ALEXANDRIA(LA)  
ANN ARBOR(MI)  
ANNISTON(AL)  
APPLETON-OSHKOSH-NEENAH WI  
ASHEVILLE NC  
ATHENS(GA)  
ATLANTA(GA)  
ATLANTIC-CAPE MAY(NJ)  
AUGUSTA-AIKEN GA-SC  
BAKERSFIELD(CA)  
BANGOR ME  
BARNSTABLE-YARMOUTH(MA)  
BEAUMONT-PORT ARTHUR TX  
BENTON HARBOR(MI)  
BERGEN-PASSAIC NJ  
BILLINGS(MT)  
BINGHAMTON(NY)  
BIRMINGHAM AL  
BISMARCK(ND)  
BLOOMINGTON-NORMAL(IL)  
BOISE CITY(ID)  
BOULDER-LONGMONT CO  
BLOOMINGTON(IN)  
BRAZORIA(TX)  
BREMERTON(WA)  
BROCKTON MA  
BROWNSVILLE-HARLINGEN-SAN BENITO(TX)  
BRYAN-COLLEGE STATION TX  
CANTON-MASSILLON OH  
CASPER(WY)  
CEDAR RAPIDS(IA)  
CHARLESTON-NORTH CHARLESTON SC  
CHARLOTTE-GASTONIA-ROCK HILL(NC-SC)

CHARLOTTESVILLE(VA)  
CHATTANOOGA(TN-GA)  
CHEYENNE WY  
CHICAGO(IL)  
CHICO-PARADISE(CA)  
CINCINNATI(OH-KY-IN)  
CLARKSVILLE-HOPKINSVILLE(TN-KY)  
CLEVELAND-LORAIN-ELYRIA OH  
COLUMBIA(MO)  
COLUMBIA(SC)  
COLUMBUS GA-AL  
COLUMBUS(OH)  
CORVALLIS OR  
CUMBERLAND MD-WV  
DANBURY CT  
DANVILLE(VA)  
DAVENPORT-MOLINE-ROCK ISLAND IA-IL  
DECATUR(AL)  
DOTHAN(AL)  
DUBUQUE(IA)  
DULUTH-SUPERIOR(MN-WI)  
DUTCHESS COUNTY NY  
EAU CLAIRE WI  
EL PASO TX  
ELKHART-GOSHEN(IN)  
ELMIRA(NY)  
ENID(OK)  
EVANSVILLE-HENDERSON(IN-KY)  
FAYETTEVILLE(NC)  
FAYETTEVILLE-SPRINGDALE-ROGERS(AR)  
FITCHBURG-LEOMINSTER(MA)  
FLAGSTAFF(AZ-UT)  
FLORENCE SC  
FLORENCE(AL)  
FORT LAUDERDALE FL

FORT MYERS-CAPE CORAL(FL)  
FORT PIERCE-PORT ST. LUCIE(FL)  
FORT SMITH AR-OK  
FORT WALTON BEACH FL  
FRESNO(CA)  
GADSDEN(AL)  
GALVESTON-TEXAS CITY(TX)  
GARY(IN)  
GLENS FALLS(NY)  
GOLDSBORO(NC)  
GRAND FORKS(ND-MN)  
GRAND JUNCTION(CO)  
GREAT FALLS(MT)  
GREEN BAY(WI)  
GREENSBORO--WINSTON-SALEM--HIGH POINT(NC)  
GREENVILLE NC  
GREENVILLE-SPARTANBURG-ANDERSON SC  
HAGERSTOWN(MD)  
HAMILTON-MIDDLETOWN(OH)  
HATTIESBURG(MS)  
HICKORY-MORGANTON-LENOIR(NC)  
HOUMA(LA)  
HUNTINGTON-ASHLAND(WV-KY-OH)  
HUNTSVILLE AL  
JACKSON(MI)  
JACKSON(TN)  
JACKSONVILLE(NC)  
JAMESTOWN(NY)  
JANESVILLE-BELOIT(WI)  
JERSEY CITY NJ  
JOHNSON CITY-KINGSPORT-BRISTOL(TN-VA)  
JOHNSTOWN(PA)  
JONESBORO(AR)  
KANSAS CITY(MO)  
KANSAS CITY(KS-MO)  
KANSAS CITY(IL)



## MSAs Without Pricing Flexibility

KENOSHA WI  
 KILLEEN-TEMPLE(TX)  
 KOKOMO(IN)  
 LA CROSSE(WI-MN)  
 LAFAYETTE LA  
 LAFAYETTE(IN)  
 LANSING-EAST LANSING MI  
 LAREDO(TX)  
 LAS CRUCES(NM)  
 LAS VEGAS NV-AZ  
 LAWRENCE MA-NH  
 LAWRENCE(KS)  
 LAWTON(OK)  
 LEWISTON-AUBURN(ME)  
 LEXINGTON KY  
 LIMA OH  
 LINCOLN(NE)  
 LONGVIEW-MARSHALL TX  
 LOUISVILLE(KY-IN)  
 LOWELL MA-NH  
 MACON GA  
 MANSFIELD(OH)  
 MCALLEN-EDINBURG-MISSION(TX)  
 MEMPHIS TN-AR-MS  
 MERCED(CA)  
 MIDDLESEX-SOMERSET-HUNTERDON NJ  
 MINNEAPOLIS-ST. PAUL(MN-WI)  
 MOBILE AL  
 MODESTO CA  
 MONMOUTH-OCEAN NJ  
 MUNCIE(IN)  
 MYRTLE BEACH(SC)  
 NAPLES(FL)  
 NASHUA NH  
 NASSAU-SUFFOLK NY  
 NEW BEDFORD(MA)  
 NEW HAVEN-MERIDEN CT  
 NEW LONDON-NORWICH(CT-RI)  
 NEW ORLEANS(LA)  
 NEWBURGH(NY-PA)  
 OAKLAND CA

OCALA(FL)  
 ODESSA-MIDLAND(TX)  
 ORANGE COUNTY CA  
 OWENSBORO(KY)  
 PANAMA CITY(FL)  
 PARKERSBURG-MARIETTA(WV-OH)  
 PEORIA-PEKIN(IL)  
 PINE BLUFF(AR)  
 PITTSFIELD(MA)  
 POCATELLO(ID)  
 PROVIDENCE-FALL RIVER-WARWICK(RI-MA)  
 PUNTA GORDA(FL)  
 RACINE WI  
 RAPID CITY(SD)  
 REDDING(CA)  
 RENO NV  
 RICHLAND-KENNEWICK-PASCO(WA)  
 RIVERSIDE-SAN BERNARDINO CA  
 ROCHESTER NY  
 ROCKY MOUNT(NC)  
 SAGINAW-BAY CITY-MIDIAND MI  
 SALEM(OR)  
 SALINAS CA  
 SAN LUIS OBISPO-ATASCADERO-PASO ROBLES(CA)  
 SANTA CRUZ-WATSONVILLE(CA)  
 SANTA FE(NM)  
 SANTA ROSA CA  
 SAVANNAH(GA)  
 SHARON(PA)  
 SHEBOYGAN(WI)  
 SHERMAN-DENISON(TX)  
 SIOUX CITY(IA-NE)  
 SIOUX FALLS(SD)  
 SOUTH BEND IN  
 SPOKANE(WA)  
 ST. JOSEPH(MO)  
 ST. LOUIS MO-IL  
 STEUBENVILLE-WEIRTON OH - W  
 STOCKTON-LODI CA  
 SUMTER(SC)  
 TALLAHASSEE FL

TERRE HAUTE IN  
 TEXARKANA(TX-AR)  
 TRENTON NJ  
 TUSCALOOSA(AL)  
 TYLER(TX)  
 UTICA-ROME(NY)  
 VALLEJO-FAIRFIELD-NAPA C A  
 VENTURA(CA)  
 VISALIA-TULARE-PORTERVILLE(CA)  
 WACO TX  
 WASHINGTON(DC-MD-VA-WV)  
 WATERBURY CT  
 WAUSAU(WI)  
 WHEELING W - O H  
 WICHITA FALLS(TX)  
 WICHITA KS  
 YOLO(CA)  
 YORK(PA)  
 YOUNGSTOWN-WARREN OH  
 YUBA CITY(CA)  
 YUMA(AZ)